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AMERICAN AUTOMOTIVE LEASING ASSOCIATION

ANALYSIS OF COSTS AND RELATED INFORMATION

FINANCE LEASING (OPEN-END)

YEARS 1982 AND 1981

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TYPE OF CUSTOMER

	Percentages of Fleets			
	Individuals	Fleets of:		
		2 to 20	21 to 100	Over 100
A	20	75	4	1
B	3	22	65	10
C	12	62	25	1
D	95	5	-	-
E	60	30	10	-
F	20	60	19	1
G	0	70	30	-
H	57	38	4	1
I	70	22	8	-
J	85	10	4	1
K	0	1	8	91
L	-	1	19	80
M	2	8	10	80
N	5	29	26	40
O	1	2	15	82
P	84	16	-	-
Q	-	5	35	60
R	-	20	35	45
S	7	24	38	31
T	6	22	22	50
U	50	29	20	1

INTEREST EXPENSE

	Per unit Per Month Costs	Percentage of Car Cost Financed	Average Monthly Loan Amortization %	Average Simple Interest Rate %	Average % Over Prime Rate	Compensating balance required	% of Loan Balance	Loan Commitment Fee Required
Less than 1000 cars								
A	$ 75.11	89	2.00	17.80	1.25	No	-	No
B	72.00	100	2.50	17.72	.75	No	-	No
C	(93.95)	100	-	-	-	No	-	-
D	79.00	100	2.00	13.81	1.50	No	-	No
E	(100.00)	100	1.50	-	1.50	No	-	No
Averages	75.37	98	2.00	16.44	1.25			
1000-1999 Cars								
F	61.02	100	2.25	15.00	1.00	No	-	Yes
G	(122.66)	58	2.50	17.22	-	No	-	No
H	54.34	---Capital loan---		15.50	.25	No	-	No
I	88.15	100	2.18	17.80	1.50	No	-	No
Averages	67.84	86	2.31	16.38	92			
Over 2000 Cars								
J	59.62	100	2.20	17.40	.50	No	-	No
K	61.48	100	2.00	15.80	-	No	-	No
L	58.40	100	2.25	16.50	.75	No	-	No
M	81.32	100	2.30	16.00	1.00	No	-	No
N	64.00	---Capital Loan---		14.00	-	No	-	No
O	61.39	100	2.23	15.00	.50	Yes	-	Yes
P	74.00	100	1.70	14.50	-	No	-	No
Q	61.59	100	2.10	15.30	.25	No	-	Yes
R	62.01	100	2.25	17.00	1.00	No	-	No
S	72.61	100	2.25	17.50	.88	No	-	No
T	61.40	100	-	13.08	-	No	-	No
U	75.41	100	2.25	17.04	.25	No	-	No
Averages	66.10	100	2.15	15.76	.64			
Combined averages - 1982	67.94	97%	2.14%	16.00%	.86%			
Combined averages - 1981	62.69	100%	2.18%	17.14%	.98%			
Increase	5.25							
Percentage of Increase	8.37%							

GENERAL AND ADMINISTRATIVE EXPENSES

Per Unit Per Month Costs

	Total	Principal(s) Salary	Advertising	Travel & Promotion	Tel. & Tel.	Occupancy	Office & Postage	Data Process.	Profess. Fees	Adm. Salaries	Sales Salaries	Taxes	Insurance	Other
Less than 1000 cars														
A	$36.61	4.11	$ .90	$1.46	$ .76	$3.92	$1.91	1-	$ 1.07	$ 5.32	$ 5.57	1.40	1.37	8.82
B	26.00	-	-	-	1.00	3.00	1.00	$1.00	1.00	9.00	-	2.00	4.00	4.00
C	23.36	5.75	.10	1.01	.10	.10	.40	-	.50	11.40	3.05	-	.95	-
D	39.80	10.22	1.84	1.03	.24	.47	.79	1.25	1.39	4.12	12.66	2.07	.59	3.13
E	30.00	3.25	.50	1.04	.86	1.15	.89	.03	3.76	4.98	4.75	.27	.50	8.02
Average	31.15													
1000-1999 Cars														
F	21.12	3.72	.27	.93	.99	1.27	1.02	.79	,54	8.12	1.09	.89	.92	.57
G	(40.09)	5.92	.05	1.38	1.03	3.37	3.79	1.83	1.11	4.94	8.43	1.14	1.71	5.39
H	24.61	4.73	.04	.65	.66	2.10	1.35	1.00	1.14	4.20	3.54	1.23	-	3.97
I	27.18	2.83	.80	1.02	1.45	2.02	.71	.20	.85	10.80	-	2.55	.52	3.43
Average	24.30													
Over 2000 Cars														
J	32.01	1.10	1.67	.77	.95	2.46	1.64	1.40	.69	9.42	10.18	.24	.54	.95
K	11.57	6.66	.04	.69	.50	.34	.37	1.72	.09	.14	-	.59	.28	.15
L	10.21	.66	.27	.49	.43	.56	1.46	-	.36	4.47	.22	.32	.26	.71
M	21.53	.91	.01	.52	.72	.73	.43	.51	.39	7.72	-	.74	2.37	6.48
N	23.00	-	3.00	2.00	1.00	3.00	1.00	1.00	2.00	3.00	2.00	2.00	3.00	-
O	10.98	.84	.30	.52	.47	.63	.48	.46	.09	3.53	2.01	.05	.10	1.50
P	(54.32)	2.34	2.06	.83	1.84	2.09	1.35	1.11	1.08	6.56	19.74	.31	2.55	12.46
Q	31.42	-	.29	1.03	.34	1.75	1.36	1.27	.20	15.02	-	.22	.10	9.84
R	24.62	6.12	1.49	1.01	.92	2.72	.87	1.72	.81	4.12	1.01	.76	.83	2.24
S	24.48	1.35	.40	.51	.70	1.19	1.00	.99	.79	5.26	5.67	-	1.35	5.27
T	18.88	-	.52	1.25	1.18	2.61	.92	1.18	.64	9.30	-	.13	.46	.69
U	35.87	-	2.03	1.30	1.96	2.59	1.59	.97	.96	9.85	5.50	2.55	1.66	4.91
Average	22.23													
Combined average costs - 1982	24.91													
Combined average costs - 1981	22.02													
Increase	2.89													
Percentage of increase	13.12%													

COMPOSITION OF FLEETS

	Model Sizes			Air Conditioning									
	Standard %	Intermediate %	Compact %	%	Chevrolet %	Ford %	Chrysler Corp. %	Pontiac %	Oldsmobile %	Buick %	Cadillac %	Foreign %	Other %
A	25	50	25	99	25	5	5	15	30	15	1	4	-
B	12	78	10	87	19	40	6	2	12	8	1	3	9
C	70	20	10	100	45	5	2	-	-	-	-	5	43
D	22	32	46	98	8	5	1	-	39	-	-	47	-
E	20	40	40	60	3	40	20	-	-	-	-	20	17
F	10	75	15	99	60	20	5	-	3	-	2	10	-
G	55	35	10	98	24	15	1	-	15	5	5	10	25
H	15	45	40	99	29	13	6	3	29	11	-	3	6
I	-	-	-	90	-	-	-	-	-	-	-	60	40
J	31	50	19	99	24	15	4	4	24	11	3	9	6
K	-	-	-	-	24	9	20	8	15	15	1	1	7
L	12	52	36	98	31	8	6	11	19	20	1	1	3
M	89	9	2	100	26	67	-	-	-	-	1	2	4
N	25	70	5	95	26	25	5	-	5	15	10	5	9
O	13	35	52	98	22	18	10	4	15	18	3	1	9
P	45	32	23	98	14	9	2	2	12	6	12	41	2
Q	12	41	47	99	25	13	5	5	16	9	-	3	24
R	40	50	10	100	60	22	10	-	5	-	2	-	1
S	50	43	7	100	28	24	1	3	25	13	2	2	2
T	20	42	38	80	23	18	2	7	17	14	2	2	15
U	30	50	20	98	35	15	4	2	18	11	4	9	2
Averages - 1982	31	45	24	90	27	18	6	3	14	8	2	11	11
Averages - 1981	25	49	26	97	29	18	4	6	15	13	2	7	6

RECORD KEEPING METHODS

Less than 1000 cars	Non-mechanical (Done by Hand)	Mechanical (Non-Electronic Machinery)	Electronic System (Computer)	
			Service Bureau	Own Installation
A				X
B				X
C	X			
D				X
E		X		
1000 - 1999 cars				
F			X	
G				X
H			X	
I				X
Over 2000 cars				
J			X	X
K				X
L				X
M			X	
N				X
O				X
P				X
Q			X	
R				X
S				X
T				X
U				X

USED CAR DISPOSITION

	Average months in operation	Average per unit mileage	Reconditioning Prior to Sale: % of cars Reconditioned		Reconditioning Prior to Sale: Average Amount	Used Cars Disposed Through - Percentages: New Car Dealers Sales	New Car Dealers Trade	Used Car Dealers	Auctions	Lessees and Employees	Retail	Sales Location - Percentages: On the Road %	Home Office %
A	24	50,000	Yes	10	200	–	–	80	–	–	20	40	60
B	27	55,000	Yes	10	200	5	–	35	40	20	–	65	35
C	27	53,000	No	–	–	–	–	–	20	80	–	80	20
D	30	50,000	No	–	–	98	–	1	–	1	–	1	90
E	36	–	Yes	10	100	–	–	–	–	–	–	40	60
F	30	80,000	No	–	–	–	–	60	30	10	–	10	90
G	–	–	No	–	–	–	–	90	–	10	–	90	10
H	29	55,000	No	–	–	–	–	22	56	22	–	62	38
I	42	–	Yes	20	175	3	12	22	–	63	–	65	35
J	30	42,000	Yes	17	569	1	–	39	1	32	27	13	87
K	31	61,000	Yes	10	150	1	–	29	26	44	–	98	2
L	26	55,000	No	–	–	–	–	60	–	40	–	90	10
M	28	89,500	No	–	–	–	–	60	5	35	–	35	65
N	29	50,000	No	–	–	–	–	75	15	10	–	25	75
O	29	55,000	Yes	16	140	3	–	39	30	23	5	83	17
P	32	–	No	–	–	15	–	28	–	56	1	2	98
Q	32	69,000	No	–	–	7	–	22	5	64	2	98	2
R	28	80,000	Yes	50	250	–	–	40	40	20	–	60	40
S	27	54,000	No	–	–	5	1	70	5	10	9	65	35
T	30	50,000	No	–	–	–	–	73	–	27	–	27	73
U	26	52,000	Yes	15	300	10	–	60	10	10	10	70	30
Averages - 1982	29.7					7	1	45	14	29	4	54	46
Averages - 1981	30.0					3	1	51	19	22	4	54	46

LEASING AND RENTAL ACTIVITIES

	Non-Finance Leasing	Daily Car Rental	Daily Truck Rental	Long-term Truck Leasing	Fleet Management	Non-Automotive Equipment Leasing			Own or Affiliation with New Car Dealership
							By Choice	Accommodation	
A	Yes	Yes	No	Yes	Yes	No	-	-	Yes
B	Yes	Yes	Yes	Yes	Yes	Yes	Yes	-	Yes
C	Yes	No	No	Yes	No	Yes	-	Yes	Yes
D	Yes	No	No	No	No	No	-	-	Yes
E	Yes	Yes	Yes	Yes	Yes	Yes	Yes	-	No
F	Yes	No	No	Yes	No	No	-	-	No
G	No	No	No	Yes	No	Yes	Yes	-	Yes
H	Yes	No	No	Yes	No	Yes	Yes	-	No
I	Yes	No	No	No	Yes	Yes	-	Yes	No
J	Yes	Yes	No	Yes	Yes	No	-	-	Yes
K	Yes	Yes	No	Yes	Yes	Yes	Yes	-	No
L	No	No	No	Yes	Yes	Yes	Yes	-	Yes
M	No	Yes	No	Yes	No	Yes	Yes	Yes	Yes
N	Yes	No	No	Yes	No	Yes	-	Yes	No
O	Yes	No	No	Yes	Yes	Yes	No	Yes	Yes
P	Yes	Yes	No	No	No	No	-	-	Yes
Q	Yes	No	No	No	Yes	No	-	-	No
R	Yes	No	No	Yes	Yes	No	-	-	Yes
S	No	Yes	Yes	Yes	Yes	Yes	-	Yes	Yes
T	Yes	Yes	Yes	Yes	Yes	Yes	Yes	-	No
U	Yes	No	No	Yes	No	Yes	Yes	-	Yes